



Defense Procurement Technical Assistance Centers

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www.njit.edu/DPTAC/
www.dla.mil/pta***

“A new factor, that of rapid change, has come into the world. We have not yet learned how to adjust ourselves to its economic and social consequences.”

***Harvard Business Review
October, 1932***

PROCUREMENT TECHNICAL ASSISTANCE CENTERS

- ◆ Working nationwide, to provide businesses with the marketing know-how and technical tools they need to obtain and perform successfully under federal, state and local government contracts – with the mission of creating and retaining jobs, fostering competition and lowering costs for the government, and helping to sustain our armed forces' readiness.

ROLE OF THE CENTERS

- ◆ To support our national security by ensuring a broad base of capable suppliers to provide essential goods and services to increase competition resulting in the procurement of a cost effective quality product.

ORIGINS AND EVOLUTION

- ◆ FY 86 Defense Authorization Bill included a specific line item creating the Centers with a \$2 Million budget.
- ◆ There were 12 original Centers of which NJIT was one.
- ◆ Statewide Centers were funded at \$300,000. and regional centers at \$150,000.

- ◆ Appropriations increased to \$12 Million in FY96 budget and the number of Centers grew to about 80 programs. Funding for each Center remained the same (\$300k/\$150k).
- ◆ To insure funding “stability” the Centers were placed under Defense Logistic Agency’s budget and the appropriations rose to \$18 Million.

- ◆ Congress passed legislation raising the Statewide cap to \$600,000 in FY02.
- ◆ DLA responded in 2003 contract by raising some of the Statewide budgets by only 50% of the increased cap - \$450,000 and the total number of Centers rose to 94, which includes 40 statewide, 51 regional and 3 tribal organizations. (North Dakota, Hawaii, Arizona and Colorado have no coverage.)

CENTER'S PERFORMANCE

- ◆ In 1986-87, the Centers reported their client contract awards valued less than \$5 Million.
- ◆ During the year 2000, the Centers reported contracts exceeding \$7 Billion (representing 165,471 jobs created or retained).

Prime Contracts (DoD) \$3.13 Billion

Prime Contracts (other than DoD) \$2.8 Billion

Subcontracts (DoD) \$729 Million

Subcontracts (other than DoD) \$371.5 Million

COMPREHENSIVE, INDIVIDUALIZED ASSISTANCE

- ◆ Despite the growth of specialized small business assistance programs – many of which claim to provide procurement assistance – the Procurement Technical Assistance Program remains the only government-sponsored program that provides intensive, individually tailored guidance through the federal procurement system. Although there is some variance from program to program, most offer the following services free of charge to their clients.

SPECIFIC OFFERINGS

- **Counseling Assistance** – Individualized legal counseling (FAR/DFAR) regarding solicitation analysis, bid/proposal preparation, federal specifications/standards, cost accounting/quality systems, electronic commerce/electronic data interchange, pre-award surveys, post award contract administration, central contractor registration, internet procurement opportunities and certifications.
- **Bid-match** – A computerized service matching client companies' capabilities to listings in the Fed BizOpps (formerly provided in the Commerce Business Daily) and state bids.
- **Workshops, Seminars and classes** on topics of interest to clients, offered by the PTACs in conjunction with other organizations, such as GSA, SBA, various military bases.

- **Resource Library** – Including Government Contract Histories, access to Military Specifications, NAIC Codes, the Federal Acquisition Regulations, state and local acquisition regulations, purchasing procedure manuals, and articles and publications on government contract topics.
- **Other Resources** – Access to information on client company capabilities, forms, information on other agencies and organizations which offer assistance.
- **Expert Staff:** PTAC counselors strive to be a bridge between companies and the relevant buying offices, mentoring and monitoring firms from initial bid offering through successful contract completion. The capability of the counseling staff is critical to the success of the program. In 80% of the programs, over half of the counselors have prior contracting experience. NJ Procurement Counselors average more than 25 years of direct government experience.

Procurement reforms, initiatives, changes

- ★ ***FASA, FARA, ITAR, EAR***
- ▢ ***Commercial Products***
- ▢ ***Best Value Contracting***
- ▢ ***8(a), SDB, HUBZone,
Service Disabled Veterans***
- ▢ ***Electronic Commerce***
- ▢ ***etc., etc.***



Where to go for help?

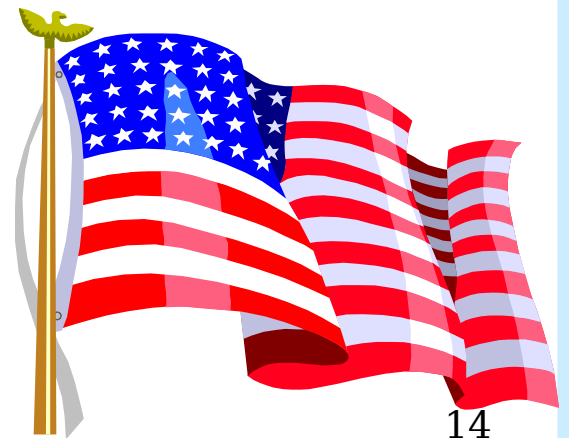
- Procurement Technical Assistance Centers (a.k.a. PTACs) provide assistance to business firms wanting to sell goods and/or services to Federal, state and local governments.***



About the PTA Program

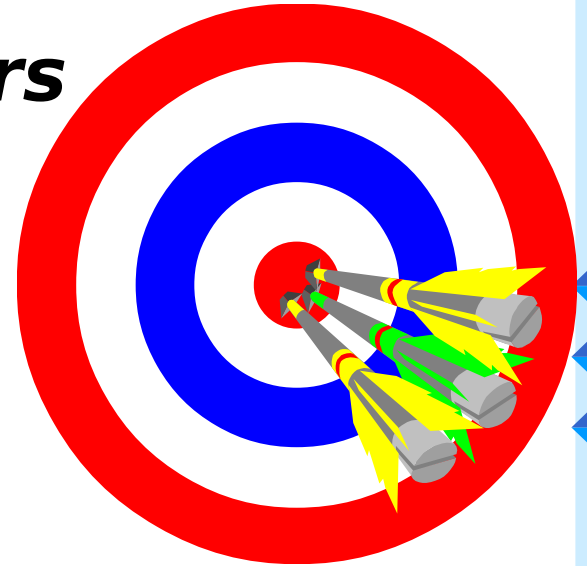
- ★ ***94 centers in 46 states and Puerto Rico***
- ▢ ***Funded under a Cooperative Agreement between DoD and local state governments or universities.***
- ▢ ***Administered by DLA***

<http://www.dla.mil/>



PTAC Assistance

- ▮ ***One-on-one Counseling***
- ▮ ***Workshops and Seminars***
- ▮ ***Bid-Match Service***
- ▮ ***Paperwork Assistance***
- ▮ ***Procurement History***
- ▮ ***Specs and Standards***
- ▮ ***Applications for Registration (CCR)***
- ▮ ***Electronic Commerce***
- ▮ ***Certification Review***
- ▮ ***GSA Schedule Workshops***



NJIT PTAC

- ◆ Dolcey E. Chaplin, Esq., Statewide Director
 - Member of NJ Bar
 - Government Contracts Training-George Washington University
 - Contracts Attorney/General Counsel-ITT, Bae (Formerly GEC), IBM, American Express

- ◆ Jan Mirijanian-Marketing Specialist, Camden, NJ (L3)
 - 36 years Defense Contract Management Agency audited Small Business Plans of Large Prime Contractors
 - Wrote the original contract for the creation of the PTACs in 85/86.

- ◆ Sheri Rose, Marketing Specialist,
Atlantic City
 - 38 year at SBA – District Office,
Program Manager
 - Reviewed and drafted opinions on
“Size” Determinations.

Questions?

www.njit.edu/DPTAC/

**NJIT-DPTAC
973-596-3105**

**NEWARK
ATLANTIC CITY
CAMDEN
TRENTON
MOUNT HOLLY**

